



RethinkWaste

South Bayside Waste Management Authority

PRESS RELEASE

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SBWMA Collection Services RFP Selection Committee Recommends Norcal Waste Systems of San Mateo

County as Future Franchised Collection Service Contractor:

Modest Rate Impact Expected for Dramatic Improvement in Customer Convenience and Significantly Expanded Recycling and Organics Collection Services

SAN CARLOS, CA – August 20, 2008 – South Bayside Waste Management Authority (SBWMA) today released its selection committee recommendation related to the future contractor for franchised solid waste, recyclables, and organics collection services. The selection committee recommends that Norcal Waste Systems of San Mateo County (“Norcal”) be selected as the Collection Services contractor for both the North and South Districts (entire SBWMA service area). The Selection Committee ranked each of the four firms that submitted proposals with scores and rankings summarized in the attached table. The SBWMA Board of Directors will vote on this recommendation at its regularly scheduled monthly Board meeting at 1 pm on Thursday, August 28th at the San Mateo Main Library 55 W. 3rd Avenue, San Mateo.

After SBWMA Board approval, each of the SBWMA’s 12 member agencies will separately vote on whether to approve the SBWMA Board recommendation. Member Agency votes are expected in September and October. Each of the Member Agencies currently has a franchise agreement with Allied Waste of San Mateo County that expires on December 31, 2010. The new franchised collection contract will have a ten-year term.

Separate evaluation and selection committees were involved in the review of the four proposals received by the March 11, 2008 deadline. The Evaluation Team consisted of: Kevin McCarthy, SBWMA Executive Director; Cliff Feldman, SBWMA Recycling Programs Manager; Marshall Moran, SBWMA Finance Manager; Tim Flanagan, Monterey Regional Waste Management District Assistant General Manager; and R3 Consulting staff Richard Tagore-Erwin, and Ric Hutchinson. The Selection Committee consisted of: Larry Patterson, Public Works Director of City of San Mateo (Committee Chair); Jim Hardy, City Manager of Foster City; Peggy Jensen, Deputy Manager County of San Mateo; Jesus Nava, Finance Director of Burlingame; Brian Ponty, Finance Director of Redwood City; and, Kent Steffens, Public Works Director of Menlo Park.

“This is a clear and convincing outcome to five months of a thorough analysis of the proposals submitted,” remarked Larry Patterson, Chair of the SBWMA Board. “Norcal stands above all the other firms in overall value to the customer and our communities.”

On March 11, 2008 the SBWMA received four proposals in response to its Request for Proposals (RFP) released on November 1, 2007 for franchised collection services for solid waste, recyclables and organics. The SBWMA service area is comprised of the cities of Atherton, Belmont, Burlingame, East Palo Alto, Foster City, Hillsborough, Menlo Park, Redwood City, San Carlos and San Mateo along with the County of San Mateo and the West Bay Sanitary

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District. The annual revenue associated with Allied's existing collection franchise contracts is approximately \$70 million (for the entire service area). Proposals were received from the following companies:

- Allied Waste Services of San Mateo County
- Bayside Environmental Services & Transfer (joint venture of Peninsula Sanitary Group, South San Francisco Scavenger Company, Green Waste Recovery, and Zanker Road Resource Management)
- Norcal Waste Systems of San Mateo County
- Republic Services of California, Inc.

"Our local residents and business win big with this selection," stated Kevin McCarthy, Executive Director of the SBWMA. "We can cast aside our old and outdated collection system and look forward to a future with wheeled carts for weekly residential collection of single stream of recyclables and organics (plant materials and food scraps). Local business will also get expanded and more convenient access to services. And a new, quieter and greener collection fleet will hit the streets."

The SBWMA is also moving forward with implementing a \$54 million (approximately \$36.2 million for traffic and building improvements and \$17.8 million for new single stream processing equipment) Shoreway facility masterplan to support the rollout of new collection services. This facility currently serves as the hub for receipt of all service area trash and recyclables and has not undergone any major renovations since opening in 1984. The improvements are necessary to handle an expected increase of over 50,000 tons per year of recyclables and organics from the rollout of the new collection services in 2010/2011 and are expected to improve traffic circulation and customer convenience. The newly improved Shoreway facility will be renamed the Shoreway Environmental Center and will be the most environmentally sustainable facility of its kind in California.

Norcal Waste Systems of San Mateo County

Norcal is an employee owned company and has been operating in Northern California for over 88 years. It currently has nine local contracts providing service to more than 600,000 residential and 50,000 commercial accounts. Norcal is recognized as a recycling innovator providing service to one of the most mature and largest single stream and organics recycling programs in California (i.e., City and County of San Francisco). The company pioneered commercial organics recycling collection service in Northern California and is highly committed to diversion from all service sectors.

SBWMA

Formed in 1982, the SBWMA is a joint powers authority comprised of 12 member agencies (Atherton, Belmont, Burlingame, East Palo Alto, Foster City, Hillsborough, Menlo Park, Redwood City, San Carlos and San Mateo along with the County of San Mateo and the West Bay Sanitary District) in San Mateo County and is a leader in implementing innovative waste reduction and recycling programs. The SBWMA also owns and manages the Shoreway Recycling and Disposal Center (Shoreway facility) consisting of a permitted solid waste transfer station and a materials recovery facility. For more information on the SBWMA please visit our website at www.RethinkWaste.org.

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Pictured Left to Right: 96-gallon wheeled green cart for weekly organics collection. 64-gallon wheeled blue cart for weekly single stream (all paper and bottles/cans mixed together) collection. 32-gallon wheeled black cart for weekly garbage collection. Single person operated automated side-loader collection vehicle utilizing B-40 biodiesel will service most homes.

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Proposer Evaluation Score

<u>Evaluation Criteria</u>	<u>Maximum Total Score for Five Evaluators</u>	<u>Percent of Total Evaluation Points</u>	<u>Proposer and Score</u>			
			<u>ALLIED</u>	<u>BEST</u>	<u>NORCAL</u>	<u>REPUBLIC</u>
1) Responsiveness to the RFP	Pass/Fail	n/a	P	P	P	P
2) Company's Qualifications and Experience	750	25%	551	665	647	661
3) Technical Proposal for Collection Services	750	25%	453	638	653	510
4) Cost Proposal	1,000	33.3%	802	719	884	649
5) Number and Materiality of Exceptions	250	8.3%	250	215	250	20
6) Environmental Enhancements	250	8.3%	40	190	225	40
TOTAL POINTS	3,000	100%	2,096	2,427	2,659	1,880
PERCENT OF TOTAL POINTS AWARDED			69.7%	80.9%	88.6%	62.6%

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